

March 14, 1966

Subject: Contract Number [REDACTED]  
Design Concept Study For A High Precision  
Stereo Comparator

STATINTL

Gentlemen:

During the lifetime of the subject contract, a considerable amount of progress was made in the design of an instrument to fully meet the design goals laid out in your technical specification. Senior technical talent was placed on all phases of our study and this strategy has resulted in a unique design capable of serving the needs of your agency in the area of highly accurate Photo Interpretation.

Since we consider the work to date to be successful in terms of its technical excellence and appropriateness to meet the stated need, we consider it logical that purchase of a machine based on our study results should be considered. In this light, we would like to present an insight into the economics of such a purchase. We believe that this letter proposal and its attachments demonstrates that our approach to the design and fabrication of a High Precision Stereo Comparator is both technically feasible and economically justifiable.

The specification attached to this letter is submitted for your review. It has been generated as the result of thorough analysis of your stated requirements, a review of operational considerations that are known to us, and also has been greatly affected by the work accomplished during our study under the subject contract.

We wish to submit the enclosed DD633-4-1-A forms for your review. A materials breakdown is currently being generated and will be made available to you upon your request.

We would also like to enclose with this letter, a quotation of certain contractual statements. Any contract resulting from this proposal will be subject to the following conditions:

1. Award of a Cost Plus Fixed Fee Contract for all three (3) units.
2. Our proposal provides the furnishing of Operation and Maintenance Manuals, along with one set of blue-line prints of assembly schematic and maintenance drawings. Spare parts are not included in our costs.
3. Preliminary customer acceptance at [REDACTED]

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4. ~~Repacking~~ for padded van shipment, f.o.b. Contractor's Plant, [REDACTED]
5. [REDACTED] will supply technical services for one month to assist the customer in the installation and calibration of the equipment.
6. Following the installation of the first unit, [REDACTED] will provide Engineering Services for one month to instruct customer personnel in the operation and maintenance of the equipment. STATINTL
7. No Government Furnished Property is required other than an overhead hoist facility at the installation sites for the handling of heavy parts during installation and maintenance.
8. Our proposal includes no provision for a reliability program, i.e., no demonstration and no testing will be conducted.
9. Any contract resulting from this proposal will contain mutually acceptable terms and conditions as provided in the Armed Services Procurement Regulations (ASPR).

The delivery schedule for the machines that would be purchased under our proposal will be as follows:

Contract for one machine, delivery 24 months  
Contract for two machines, delivery of the Prototype as stated above  
First Production Unit 30 Months  
Contract for three machines, Prototype and First Production Unit as stated above - Second Production Unit, 34 months

Prices and deliveries reflected in this proposal are valid for sixty (60) days after which time we reserve the right to review and revise them, as necessary.

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We appreciate the opportunity to submit this proposal and look forward to working with you on this most important program. If any contact for further clarification is desired, you may contact [REDACTED] Advanced Products Sales Manager, Telephone [REDACTED] or the undersigned. STATINTL

Very truly yours,

[REDACTED]  
Government Sales Manager

WDT/fp

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Attachments:

1. DD633-4-1-A Forms
2. Line of Balance Chart
3. Technical Specification